

51861 1556

PROMOTION : 800433 DORAL CONV/GAS-B2G1F - JUNE 19 PROMOTION SUMMARY REPORT					
DRIVE PERIOD: 80600					
TOTAL					
NO OF ACCOUNTS		SKUS		OFFERS	
ALLOCATION		CASES		OFFERS	
16XXXX 16 BUFFALO REGION					
VAP		CHAIN		INDEPENDENTS	
1,839		1,966		41,286	
12		138		2,898	
202		275		5,775	
324		413		8,673	
TOTAL CHAINS		2,104		44,184	
1,961		287		6,027	
TOTAL INDEPENDENTS		2,391		50,211	
3,667		50,211		TOT REMAINING:	
TOTAL ACCOUNTS		50,211		TOT COMMITTED:	
50,211		50,211		50,211	

BPEN82MA

R. J. REYNOLDS TOBACCO COMPANY
BUSINESS PLANNING AND EXECUTIONPROMOTION : 800433 DORAL CONV/GAS-B2G1F - JUNE 19 PROMOTION SUMMARY REPORT
DRIVE PERIOD: 80600PAGE: 1
DATE: 98-04-02
TIME: 09:11 AM

	NO OF ACCOUNTS	SKUS	TOTAL OFFERS	ALLOCATION CASES	ALLOCATION OFFERS
16XXXX 16 BUFFALO REGION					
VAP					
CHAIN	1,775	2,171	45,591		
INDEPENDENTS	1,504	2,456	51,576		
VAP TOTAL	3,279	4,627	97,167		
NON-VAP					
CHAIN	113	138	2,898		
INDEPENDENTS	202	275	5,775		
NON-VAP TOTAL	315	413	8,673		
TOTAL CHAINS	1,888	2,309	48,489		
TOTAL INDEPENDENTS	1,706	2,731	57,351	TOT COMMITTED:	105,840
TOTAL ACCOUNTS	3,594	5,040	105,840	TOT REMAINING:	105,840-

O'd out all Ind.
16XX VAP
Stewarts / Kinney

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WORKPLAN VAP TEMPLATE LISTING

PAGE: 1
DATE: 98-04-20
TIME: 12:09 PMWHOLESALER : 044880 A. D. BEDELL CO. <DIRECT>
TEMPLATE : 800433 80600 DOR JUN B2G1F
TEMPLATE SEQ : 0912
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
173001	173022	399049	THOMAS MKT	100 S MAIN ST	UNION CITY	PA	16438	2				(814)438-3422
173001	173022	572289	OTTO'S KEYSTONE	P.O. BOX 90	PLEASANTVILLE	PA	16341	1			939827	(814)589-7696
173001	173022	626433	TITUSVILLE NEWS	401 W. CENTRAL AV	TITUSVILLE	PA	16354	1				(814)827-1227

PAGE BREAK TOTAL ACCOUNTS 3 TOTAL QUANTITY 4

TEMPLATE TOTAL ACCOUNTS 3 TOTAL QUANTITY 4

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WORKPLAN VAP TEMPLATE LISTING

PAGE: 2
DATE: 98-04-20
TIME: 12:09 PMWHOLESALE : 094931 MID-VALLEY CANDY COMPANY <DIRECT>
TEMPLATE : 800433 80600 DOR JUN B2G1F
TEMPLATE SEQ : 0911
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
173806	173820	092274	CONVENIENT FOOD#301	700 FRONT ST	FREELAND	PA	18224	1		1418-0100		(717) 636-0603
173806	173820	777540	CONVENIENT FOOD#301	51 W JUNIPER ST	HAZLETON	PA	18201	1		1418-0100		(717) 454-2110

PAGE BREAK TOTAL ACCOUNTS 2 TOTAL QUANTITY 2

TEMPLATE TOTAL ACCOUNTS 2 TOTAL QUANTITY 2

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WORKPLAN VAP TEMPLATE LISTING

PAGE: 3
DATE: 98-04-20
TIME: 12:09 PMWHOLESALE : 203290 HARRY FOURTUNIS, INC. <DIRECT>
TEMPLATE : 800433 80600 DOR JUN B2G1F
TEMPLATE SEQ : 0911
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
133005	133030	130769	84 QUIK STOP	5084 ROUTE 17M	NEW HAMPTON	NY	10958	1				(914)374-2208
133005	133030	179116	QUAKER CREEK	767 PULASKI HWY	GOSHEN	NY	10924	1				(914)258-4570
133005	133030	600426	A PLUS	68 BROOKSIDE AVE	CHESTER	NY	10918	1	NYS	0362-0102		(914)469-7552

PAGE BREAK TOTAL ACCOUNTS 3 TOTAL QUANTITY 3

TEMPLATE TOTAL ACCOUNTS 3 TOTAL QUANTITY 3

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WHOLESALER : 332400 KEYCO DISTRIBUTORS, INC. <DIRECT>
TEMPLATE : 800433 80600 DOR JUN B2G1F
TEMPLATE SEQ : 0912
SALES LEVEL : 16XXXX

DATE: 98-04-20
TIME: 12:09 PM

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
173804	173845	775531	FUN SHOP	103 W INDEPENDENC	SHAMOKIN	PA	17872	2			332400	(717) 648-4821
173806	173820	499689	Q STOP, INC.	R.D. #1	HAZLETON	PA	18201	1				(717) 459-2414
173806	173824	711846	FRACKVILLE NEWS	31 S LEHIGH ST	FRACKVILLE	PA	17931	1			25510	(717) 874-0850

PAGE BREAK TOTAL ACCOUNTS 3 TOTAL QUANTITY 4

TEMPLATE TOTAL ACCOUNTS 3 TOTAL QUANTITY 4

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WORKPLAN VAP TEMPLATE LISTING

PAGE: 17
DATE: 98-04-20
TIME: 12:09 PMWHOLESALER : 442680 MOUNTAIN CANDY & CIG. CO., INC <DIRECT>
TEMPLATE : 800433 80600 DOR JUN B2G1F
TEMPLATE SEQ : 0911
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
133005	133030	659479	DAILY STOP INC	168 JERSEY AVE	PORT JERVIS	NY	12771	1				(914)856-1505
133005	133030	693284	PINE ISLAND FOOD CT	RR 3 BOX 3	GOSHEN	NY	10924	1				(914)258-4287
133005	133030	720308	ULTRA POWER FOOD ST	COUNTY RT 1 & PUL	PINE ISLAND	NY	10969	1		2472-0000		(914)258-4262
133005	133030	660610	JASON-DOBB'S	1 KINGSTON AVE	PORT JERVIS	NY	12771	1			962035	(914)856-2486
133005	133030	051215	GUPTA GROCERY CO.	RT 208 STONEGATE	MONROE	NY	10950	1		2757-1100	943175	(914)782-7810
133005	133030	050008	WALLACE MOBIL	413 N MAIN ST	MONROE	NY	10950	1	NYS	2358-0000		(914)783-0264

PAGE BREAK TOTAL ACCOUNTS 6 TOTAL QUANTITY 6

TEMPLATE TOTAL ACCOUNTS 6 TOTAL QUANTITY 6

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